

## Message Text

UNCLASSIFIED

PAGE 01 MUSCAT 01834 310815Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W  
-----049663 311507Z /44

R 310637ZSDEC 77  
FM AMEMBASSY MUSCAT  
TO USDOC WASHDC  
INFO AMEMBASSY ATHENS  
AMEMBASSY DOHA  
AMEMBASSY KUWAIT  
AMEMBASSY MANAMA  
USINT BAGHDAD  
SECSTATE WASHDC 3912

UNCLAS MUSCAT 1834

USDOC FOR BIC/CAGNE AND BIC/OIM/SAD; ATHENS FOR RTDO;  
STATE FOR NEA/ARP, NEA/ARN, NEA/RA, AND EB/OCA

E.O. 11652: N/A  
TAGS: BEXP, MU  
SUBJ: ELECTRICAL ENELYY SYSTEM TRADE MISSION

REF: (A) USDOC 23709, (B) MUSCAT 1806, (C) USDOC 23707

1. NEWLY ARRIVED E/C OFFICER AND RTDO KINNEAR, DURING THE LATTER'S TRIP TO MUSCAT AS ADVANCE OFFICER FOR TRADE MISSION (TM), MADE SEVERAL CALLS ON GOVERNMENT OFFICIALS AND PRIVATE COMPANIES INVOLVED WITH ELECTRICAL POWER IN OMAN. THESMAN-AGER OF GLOBAL MAINTENANCE SYSTEMS, WHICH EXPECTS TO SOON SIGN A CONTRACT TO MAINTAIN 26 DIESEL POWER STATIONS IN RURAL AREAS OF OMAN, QUESTIONED THE VALUE OF THE TRADE MISSION AT THIS TIME. HE NOTED THAT THE RURAL AREAS WERE ADEQUATELY TAKEN CARE OF FOR THE NEXT FIVE YEARS AND THAT THE OMAN GOVERNMENT HAD JUST SIGNED A CONTRACT TO INCREASE THE CAPITAL AREA'S GENERATING CAPACITY BY 50 MEGAWATTS WITH THE INSTALLATION OF TWO GAS TURBINE GENERATORS. EARLIER PREECE, CARDEW AND UNCLASSIFIED

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RIDER, A CONSULTING FIRM ADVISING THE MINISTRY OF COMMERCE, TOLD E/C OFFICER AND KINNEAR THAT THE FRENCH FIRM, ALSTON ATLANTIC, HAD RECEIVED THE CONTRACT. THE R.O. 4.2 MILLION CONTRACT WAS WON OVER COMPETITION FROM UNITED TECHNOLOGIES (U.S.) AND BROWN AND BOVERI (SWISDUI

2. LATER E/C OFFICER CHECKED WITH THE DIRECTORATE OF ELECTRICITY WHICH ESTIMATED THAT OMAN'S IMMEDIATE POWER NEEDS WOULD BE MET BY THE NEW CAPACITY UNTIL POSSIBLY THE END OF 1979. THUS AT LEAST IN THE CASE OF MAJOR GENERATING EQUIPMENT THERE APPEARS LITTLE PROSPECT IN TM MEMBERS SECURING IMMEDIATE SALES, WHICH EMBASSY UNDERSTANDS FROM REF C IS A PRIMARY OBJECTIVE OF MANY OF THE TM MEMBERS. WE BELIEVE THAT USDOC SHOULD INFORM TM MEMBERS OF THESE FACTS SO AS TO AVOID ANY MISUNDERSTANDING OR DASHED EXPECTATIONS. THIS TM SHOULD BE QUITE VALUABLE AS GROUNDWORK FOR FUTURE SALES, BUT THE BOOM IS OVER IN OMAN AND PROSPECTS FOR FUTURE SALES MAY BE MORE LIMITED THAN IN THE PAST. THE INCREASINGLY TIGHT COMPETITION FOR CONTRACTS LIKELY TO RESULT FROM MORE ORDERLY GROWTH MAY MAKE THIS TM ALL THE MORE VALUABLE. WE BELIEVE THE MARKET WILL REMAIN STRONG FOR OTHER ELECTRICAL EQUIPMENT SUCH AS STAND-BY GENERATORS AND TRANSFORMERS.

3. FYI: EMBASSY HAS NOW RECEIVED PROMOTIONAL MATERIALS FOR FOLLOWING COMPANIES: DOW CORNING, CURTIS WRIGHT, MCGRAW EDISO, ALSO RECEIVED WERE THE "INFORMATION SHEET FOR U.S.T.M. MEMBERS" AND "MISSION PARTICIPATION LIST".

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NNN

\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* UNCLASSIFIED

## Message Attributes

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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009